



**20 Positions Need To Be Filled Immediately!**

**JOB TITLE:** Solar Sales Specialist **(No cold-calls! All calls are to previously identified interested applicants)**

**LOCATION:** Roseville, CA 95661

**POSITION TYPE:** Full-Time, Employee

**COMPENSATION:** \$2K/month Base Pay, **PLUS** commission (first year average is \$60-\$65K, with six figures a high possibility in subsequent years)

*"I'm a firm believer in serving employees first. If we take care of our employees and have a true concern for providing those families with a decent living, then those employees will take care of our customers." Hayes Barnard, Owner*

#### **OVERVIEW:**

Paramount Solar is looking for motivated and experienced sales professionals to join our inside solar sales team. Previous solar sales experience a plus, but not required. Responsibilities include, but not limited to:

- Utilize effective sales skills to attain 100% of assigned goals
- Acquire leads through prospecting lists in assigned territories, outbound marketing/lead campaigns and incoming web and phone inquiries
- Provide oversight and accountability for all aspects of the sales process including: making initial client contact; analyze and determine client product needs; generate and deliver sales proposals over-the-phone; deliver and execute final contracts; manage additional client needs up to final interconnectivity with our installation partners
- Introduce the company's additional lines of business (mortgage, insurance, etc.) when applicable and be compensated for all closed transactions that you helped initiate for other company salespeople

#### **WHAT WE PROVIDE TO YOU:**

- Base salary and competitive commission plan with full employee benefits
- Top-notch marketing and advertising programs that bring qualified clients directly to you in conjunction with your own, self-generated leads
- Additional opportunities to help your customers save even more money (mortgage financing/re-financing, insurance, credit repair, etc.)
- Hands-on sales management to provide continual education and sales training

#### **REQUIREMENTS:**

- Minimum of 2-5 years of proven sales prospecting, negotiation and closing experience **(If you have performed a leader or advisory role in the military, this may meet the sales requirement; explain on your resume and application how you consulted/advised your CDR or supervisor, and/or how you led your service members. Leading and advising require many of the same traits and problem-solving skills that this position does)**
  - Prior telesales experience preferred (must not be afraid to make lots of outbound calls!)
- Bachelor's degree from a 4-year college (preferred) or equivalent work experience
- Proficiency with MS Office applications (Word, Excel, PowerPoint, Outlook, etc.)
  - Salesforce.com/CRM, MS Project and Google SketchUp experience a plus
- Self-motivated and extremely goal-oriented (must love to sell!)
- Strong analytical and mathematical abilities
- Excellent oral and written communication skills
- Professional demeanor and attire
- Ability to work mainly in an office Monday through Friday up until 7:00 pm or later if needed

#### **BENEFITS:**

- Medical, Dental, and Vision Insurance Plans for Employees and Family
- Voluntary Term Life Insurance and Accidental Death and Dismemberment Insurance Plans
- Voluntary Long-Term Disability Insurance Plan
- Aflac Supplemental Insurance Plans
- 401(k) Retirement Plan and Section 529 College Savings Plan
- Flexible Spending Accounts for Medical and Dependent Care (Cafeteria Plan / Section 125)
- Aggressive employee referral program that rewards you financially for referring top-performing employees ("Families Helping Families" Employee Referral Bonuses)

#### **ABOUT US:**

Paramount Solar, a division of Paramount Equity, was created to save homeowners money by converting their homes into personal power stations using photovoltaic (PV) solar technology. The company makes going solar simple by delivering a one-stop, streamlined process for securing solar financing, custom design, solar installation, permits, rebate paperwork and ongoing solar system monitoring. With innovative financing options, customers can go solar with no upfront investment and start saving money in the first month. We have been awarded the [A+ Employers' Award by the Sacramento Business Journal](#) on multiple occasions (2006, 2007, 2009, 2010, 2011 & 2012) as an exceptional place to work. We continue to maintain an "A" ranking as an Accredited Business with the [Better Business Bureau](#).

**If you would like to apply to this position, please contact your Applicant Coordinator at:**

**Last name begins with A-K: 916-854-3881**

**Last name begins with L-Z: 916-854-3882**